

Doing Business with the Savannah River Site and its Contractors

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What's in Store for You?

Here's a Snapshot Preview of What You'll Learn:

- **Brief Overview of Savannah River Site**
- **Getting Started** – Becoming an eligible contractor to DOE and SRS
- **Survival Skills** – Smart, practical tools on how to survive and thrive, plus tips on avoiding the most hazardous traps and pitfalls
- **Obstacle Course** – “How to” strategies to overcoming obstacles with ease to keep your company rapidly progressing toward the finish line...and victory!

Brief Overview of Savannah River Site

The Savannah River Site (SRS) is a key Department of Energy industrial complex dedicated to the stewardship of the environment, the enduring nuclear weapons stockpile and nuclear materials. SRS processes and stores nuclear materials in support of the national defense and US nuclear non proliferation efforts. SRS develops and deploys technologies to improve the environment and treat nuclear and hazardous wastes left from the Cold War.

Our Nation and the World are Facing Complex Challenges

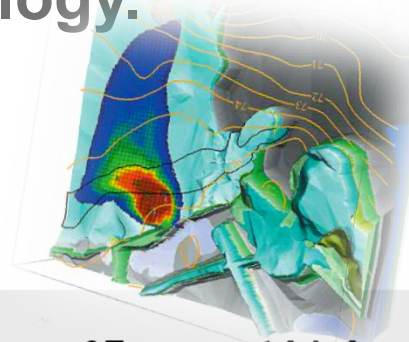
Safe clean energy.

Safeguarding and securing nuclear materials.

Maintaining our national security.

A clean environment.

Leveraging science, innovation and technology.



U.S. Department of Energy - Savannah River Site

SRS: A skilled workforce is our greatest resource

DOE: Savannah River Operations Office

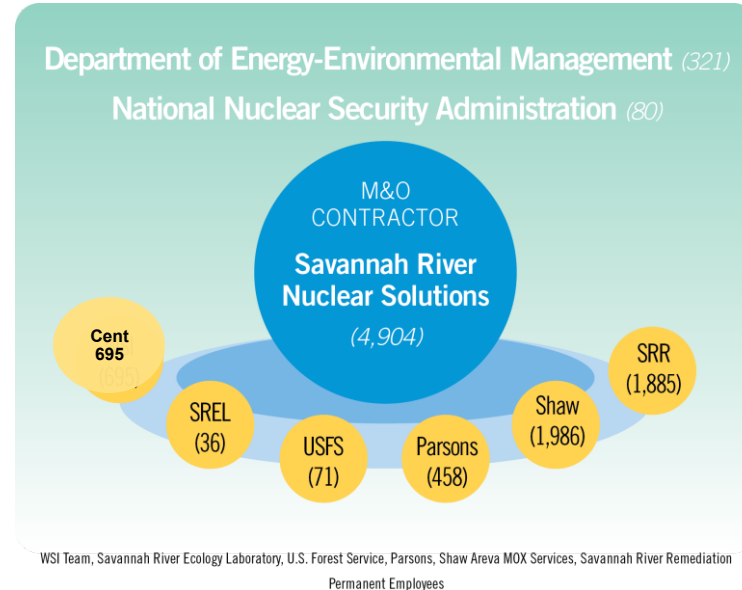
NNSA: Savannah River Site Office

Office of Site Engineering and
Construction Management

U.S. Forest Service

U.S. Nuclear Regulatory Commission

U.S. Army Corps of Engineers

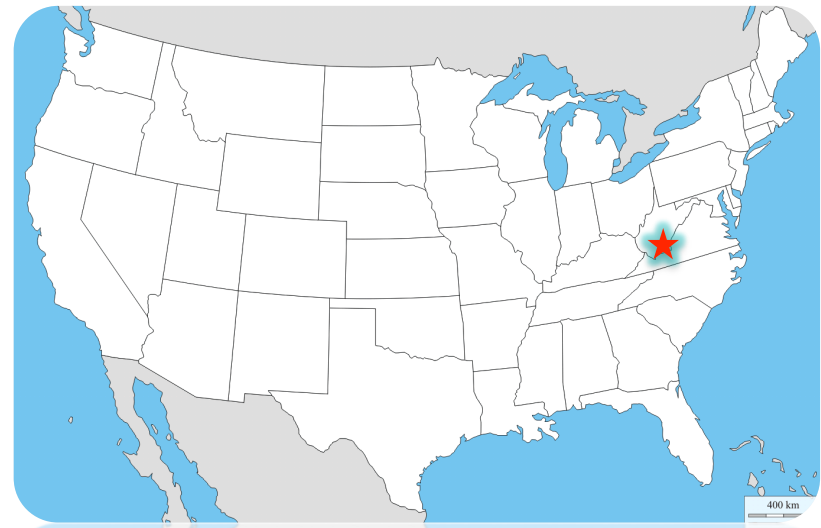


Contractors:

- **Savannah River Nuclear Solutions:** Site Management & Operations and Savannah River National Laboratory (EM National Laboratory)
- **Savannah River Remediation:** Liquid Waste Operations
- **Parsons:** Salt Waste Processing Facility construction and operations
- **Ameresco:** Biomass Cogeneration Plant
- **CENTERRA:** Security
- **Shaw AREVA:** Mixed Oxide Fuel Fabrication Facility construction and operations
- **University of Georgia:** Savannah River Ecology Laboratory

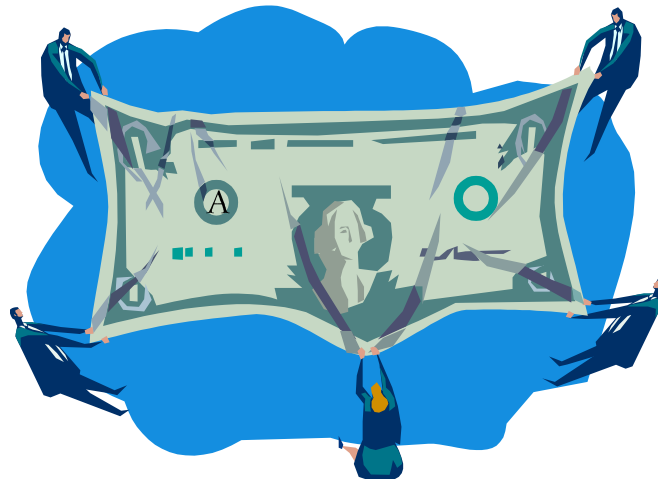
Overview (Cont'd)

- SRS occupies 305 square miles. It consists of more than 390,000 acres
- Only approximately 500 acres of the Site is developed industrially - Site is surrounded by forest preserve – a National Environmental Research Park
- Located about 15 miles south of Aiken, South Carolina on the Savannah River



Overview (Cont'd)

- SRS employs about 11,000 people. This includes more than 2,500 scientific and engineering professionals.
- The annual operating budget is more than \$1.4 billion and supports more than 2000 different activities.



Getting Started As A Federal Contractor or Subcontractor

- First and foremost: Develop a quality product or service
- Contact SBA and/or Small Business Development Centers for assistance
 - Aiken Tech and USC have excellent SBDCs (<http://www.scsbdc.com>)
 - Learn the basic types of Federal and contractor award instruments used
 - Learn about Federal and Contractor bidding/proposal procedures
- Obtain a DUNS # by registering in System for Award Management (SAM): <https://www.sam.gov>
- Research FEDBIZOPS for procurement opportunities
 - www.fbo.gov
 - Use the “Getting Started” Page
 - Browse “Frequently Asked Questions”



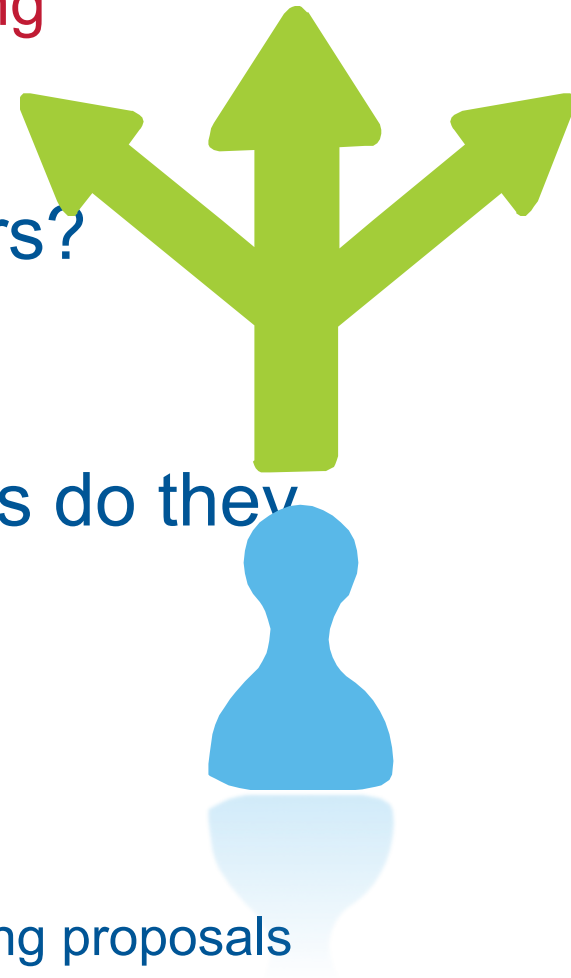
Getting Started (Cont'd)

- Do your homework to know about the territory you want to access
 - Research possible customer base
 - Defense Contract Management Command
 - Private Industry Councils
 - Procurement Technical Assistance Centers
 - DOE Small and Disadvantaged Business Utilization Office



Getting Started (Cont'd)

- Learn the answers to these questions if doing business with DOE and SRS is your goal...
 - Who is DOE, who are its contractors?
 - What are their various missions?
 - What types of commodities/services do they utilize
and who typically buys what?
 - Read solicitations carefully
 - Follow instructions to the letter when submitting proposals
 - Contact contract specialists to ask questions...Don't “wing it”



Do's and Don'ts to Your Marketing Approach



DO target specific customer base

- Contact site small business representatives
 - Ask to be placed in their database
- Tell them what your specialty/product is
- Tell them about your quality system
- Ask them for the name of the buyer of your product/service
- E-mail -- best way to tell them about yourself



Do's and Don'ts to Your Marketing Approach (Cont'd)



DO tell them if you are:

- Section 8(a) small business
(Must be SBA certified)
- Small Disadvantaged Business
- Woman-Owned Small Business
- Located in a Historically Underutilized Business (HUB) Zone (Must be SBA certified)
- Veteran-Owned Small Business
- Service Disabled Veteran-Owned Small Business



U.S. Small Business Administration

Survival Skills - Do's and Don'ts to Your Marketing Approach (Cont'd)



DO utilize tools available tools:

- DOE's small business website (www.energy.gov)
- SRS website (<http://irmsrv02/general/srs-home.html>) under Business Opportunities
- www.FedBizOpps.gov
- www.ebuy.gsa.gov
- www.sam.gov
- <http://www.scsbdc.com>



Survival Skills - Do's and Don'ts to Your Marketing Approach (Cont'd)

DON'T

- Ask Buyer or Business Advocate what they can buy from you
- Blanket mail to all DOE and its Primes.
 - Mailings are expensive.
- Surprise customer with late dates, changes, etc.
- “Low Ball” price on proposal requests



Survival Skills - Do's and Don'ts to Your Marketing Approach (Cont'd)



DON'T

- **“Back door” sale** - Most prime contractors mandate that Purchasing must issue Purchase Order before goods or services are delivered.
- If you “back door” (Not thru Purchasing) your payment may be delayed or not paid).
- Purchasing/Contracts are the only organizations that have the authority to commit funds or modify/change purchase order/contract.



DON'T

Accept any changes in scope from Engineering, Maintenance, or anyone else without the approval of the Contracting Officer.



Obstacle Course

- **Three systematic steps to overcoming obstacles:**
 - Know your capabilities
 - Know your core competencies
 - Know your customer



Who's Who

SRNS

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SRR

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CENTERRA

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DOE/NNSA

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Potential Service and Material Procurements	Estimated Subcontract Award Date	Point of Contact
TK33 Bulk Waste Removal-STP Installation	03/02/16	Bill Lanham
Facility Mod-2H Overheads Line	06/19/15	John Schwenker
Facility Mod-2F Overheads Line	07/16/15	John Schwenker
Tank 10 Salt Dissolution Skid	8/31/15	Pen Mayson
Pentrometers (Calibration Service)	05/27/15	Thomas Williams
Generic-Engineering Equipment	12/03/15	Bill Barnes
TK12 Equipment Fill Grout	10/28/15	George Davis
TK12 Bulk Fill Grout	11/11/15	George Davis
TK12 Cooling Coil Grout	12/10/15	George Davis
TK12 Supply Side Skid	11/03/15	George Davis
Exhaust Side Demister	9/22/15	George Davis
TK16 Equipment Fill Grout	05/21/15	Jim Rush
30 Totes for TK16 Grout	05/21/15	Jim Rush
TK22 BW Hose Addition	04/22/15	Pen Mayson
TK22 B50 Disposal Boxes	02/9/16	Pen Mayson
MST-Chemical Addition Hoses	05/5/15	Pen Mayson
704-72S MAC Storage	2/8/16	Tony Welch
PEMP FY15 EMM – RICP EMM	04/30/15	Bill Pepper
Diesel Maintenance – RICE & PS/GS	05/07/15	Debbie Pope

Potential Service and Material Procurements	Estimated Subcontract Award Date	Point of Contact
REDC Decon Tank Replacement	02/01/16	Bill Pepper
Laboratory Waste Handling System-Glovebox	6/2/16	Brian Geyer
Laboratory Waste Handling System-Transport Cart	5/18/16	Brian Geyer
Double Stack –Plug	07/31/15	Dick Whitehurst
Double Stack –Support Plate	07/31/15	Dick Whitehurst
SME Coil	07/07/15	Rod Mohammadi
SME Spare Tank	10/30/16	Bill Pepper
DWPF-New Fire Water Pump	08/18/15	Bill Barnes
Generic Logic Engineered Equipment	08/24/15	Bill Barnes
FY15 PEMP Interim Canister Storage (Double Stack)	5/10/16	
Saltstone-CLDs	11/03/15	Bill Barnes
Saltstone-Rebid Dry Materials	06/16/15	Bill Barnes
210-Z Roof Replacement	1/19/16	Tony Welch
SDU6-Balance of Plant (BOP) Installation	03/02/15	Jon Lunn
SDU6-Ventilation Skid (SS)	05/27/15	Jon Lunn
SDU6-CCTV Cameras	07/15/15	Jon Lunn

Potential Service and Material Procurements	Estimated Subcontract Award Date	Point of Contact
Fire System Testing & Maintenance -	4/16/15	Heather Pisano
Machining, Fabrication & Jumper Shop – CCTV Cameras	03/25/15	Marcus Deason
FY15 PEMP (3) Commercial Vertical Cantilever Pumps	06/30/15	Bill Barnes Elester Patten
ETP-(3) CWT	02/11/15	TBD
SPF-FY15 PEMP Purge Air Compressor & Plant Air Compressor	06/30/15	Bill Barnes
SPF-FY15 PEMP Spare Equipment: EMM, EMM Bridge, EM Hoist, EMM Finger Switch Control and Power Center	06/30/15	Bill Barnes
SPF-Educator Conversion Components	05/31/15	Bill Barnes
SPF-FY15 PEMP (2) FOS HVAC Systems	09/30/15	Bill Barnes
SME/SRAT	01/31/16	Bill Pepper

Questions

